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NAR MLS Hour Bob Evans, SVP, Industry Relations

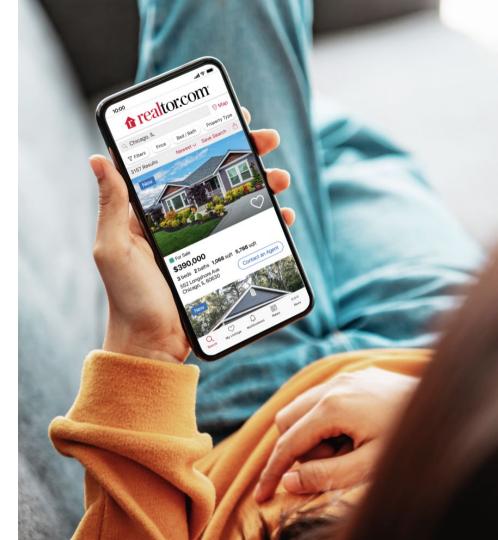
realtor.com[®] To each their home.

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Realtor.com © REALTOR® collaboration Competitive advantage

- 93 million unique users visit Realtor.com, on average, every month¹
- We attract a huge, high-intent audience; Realtor.com is one of the most visited real estate sites in the U.S.
- We've been growing faster than Zillow 's comparable business in all of 2021 and in the latest quarters²
- Our motives are aligned with agents, brokers and the industry - to make connections, not compete with brokerages or attach business





Realtor.com works with associations and MLSs

- Data feeds through MLS agreements, not broker IDX
- Collaborate to evolve features that elevate listings, agents and brokers
- Engage to solve
 member/subscriber pain points





REALTOR®

Realtor.com @ REALTOR® collaboration

The foundation of our relationship

~93 Million Unique Visitors Per Month Listing Attribution - Listing Agent, Listing Broker, Broker Phone Number, Agent Profile Link, Broker Website Link

If REALTORS[®] are not successful, Realtor.com can't be successful, REALTORS[®] are our customers

Agent/Broker Value	Association/MLS Value	Tech Tools	Education
 Free LH Broker Rpts Free FAR profile & leads Free Rental Listings & Leads Free Listings Leads 	 Single Sign On MLS/LH Dashboard Sponsorships Webinars / Speakers 	 ListHub syndication Professional Search API/ Metric reports API/ Data Science 	 Online Training Webinars Economic updates Broker Office Training

Realtor.com displays MLS listings to consumers at no cost to agents and brokers

Realtor.com / MLS - Services Agreement

NAR Operating Agreement / Shared Brand



If REALTORS®aren't successful, Realtor.com can't be successful





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